NexTech
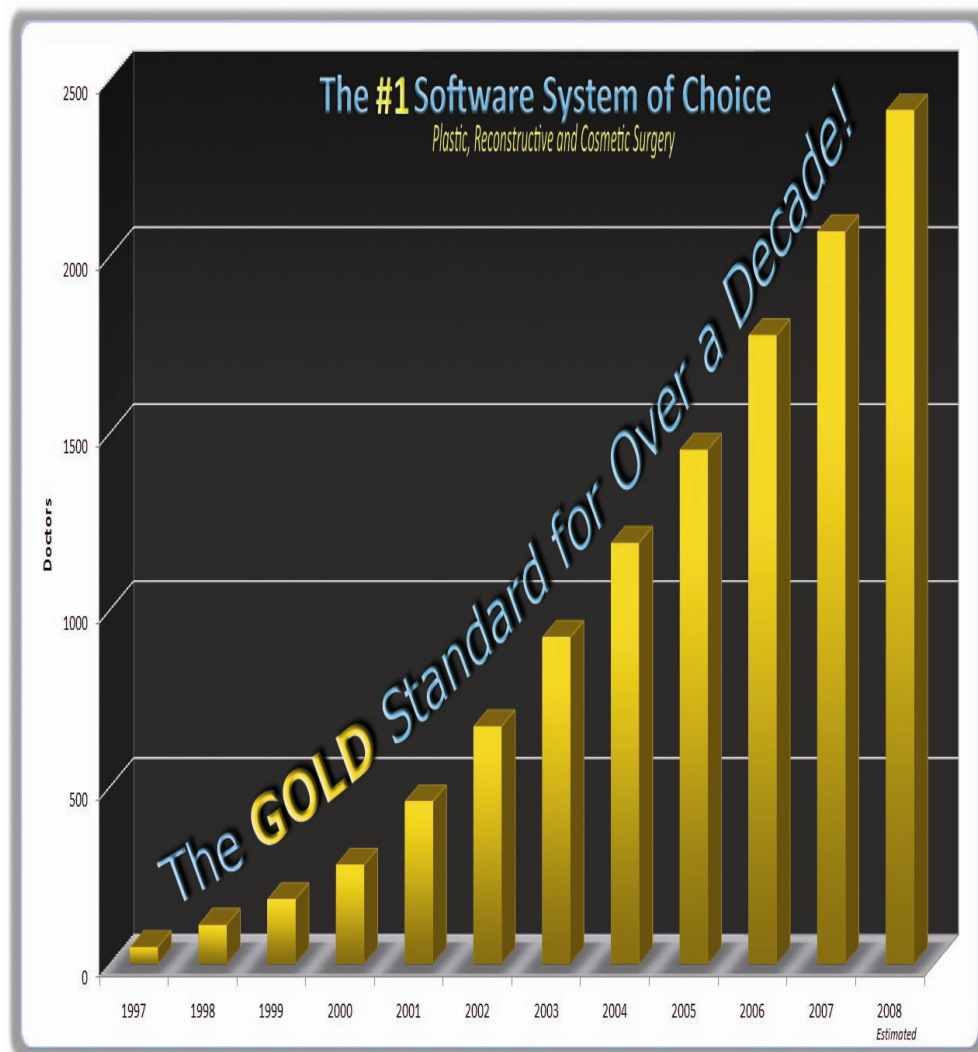
ELECTRONIC MEDICAL RECORDS
PRACTICE MANAGEMENT
MARKETING

Plastic Surgery, Dermatology, Cosmetic Medical Practices, Medical Spas, Bariatric Surgery, and Refractive Surgery Specific

Company

- Electronic Medical Records, Practice Management, and Marketing Software
- Founded 1997
- More than 2,500 Doctors Worldwide
- Over 10,000 Users Worldwide
- Single Database Contains All Modules
- Specialty Specific
  - Plastic Surgery
  - Dermatology
  - Medical Spas
  - Cosmetic Medical Practices
  - Bariatric Surgery
  - Refractive Surgery

The #1 Software System of Choice
Plastic, Reconstructive and Cosmetic Surgery

The GOLD Standard for Over a Decade!

NexTech

Electronic Medical Records

- Eliminate paper files
- E-prescriptions and Lab Integration
- Integrated with quotes and billing for maximum efficiency
- All EMR fields are stored as data for ease and immediacy of querying reports for legal, peer, or insurance needs
- Document and analyze clinical services, outcomes, and prescription histories within EMR
- Lock and audit all history within your EMR
- Easily customize all templates
- Dictate directly into EMR using third party dictation software
- Draw directly on anatomical diagrams and patient photos
- Sign consents and chart notes on a touch screen
- Attach audio files, documents, dictations, and images directly within your EMR
- E&M checklist to assist with coding
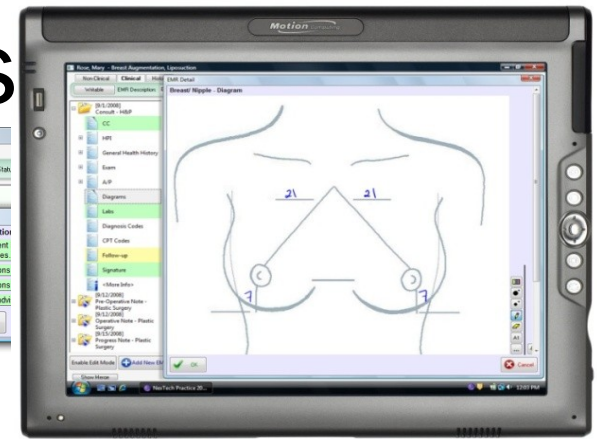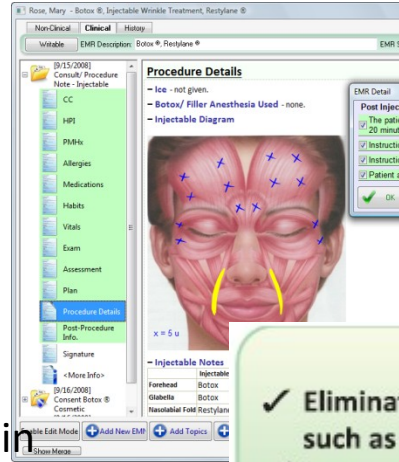
Benefits

✓ Eliminates the overhead associated with paper charts such as supplies and storage space
✓ Improve patient care with accurate charting
✓ Full integration with our practice management allows for seamless creation of bills and greater efficiency
✓ Eliminate transcription costs
✓ Immediate access to patient records

"We use the vast array of collected data for financial benchmarking, marketing and clinical studies. The EMR documents all aspects of our Dermatology practice from psoriasis to injectables to cosmetic laser services. Customer service is excellent for the installation and training and educated staff have been available and receptive to questions and additional needs. We actually see our suggestions implemented. We are very happy with this product and NexTech."

Emil A. Tanghetti, MD, Sacramento, CA

CCHIT CERTIFIED 08
Ambulatory EHR

NexTech

Website Patient Portal Integration

- Integrates patient demographics, medical history, and procedure interests into EMR and PM sides.

- HIPPA compliant and work with web designer to ensure seamless integration.

- Patients and prospects can request information on procedures; follow up is set automatically.

"In my 30 years in the medical field utilizing various software programs, I can honestly say that NexTech far surpasses any other system I have used. I cannot say enough about the support staff, from their professionalism to their knowledge, they are superb. This is an outstanding company and software system."

Denise Chase, OM for Waldman Plastic Surgery and Dermatology, *Nashua, NH*

Graphical and Multi-Resource Scheduler

- Delivers multi-provider, multi-location and multi-resource capability.
- View by day, week, month or resource; filter by type or purpose.
- Control times for appointment types; set limits and warnings.
- Color-code appointments by category and status .
- Identify patients with who habitually cancel or no show.
- Hide patient names from public view for HIPAA compliance.
- Move an appointment by drag and drop, or copy, cut and paste
- Track where patients are in the office and how long they've been waiting.
- Precision templating lets employees fill in the specific slots, resulting in less scheduling errors

"We are the first office in Spain to use NexTech and the company has been very helpful in adapting the program to European standards and currency. The Multi-Resource scheduler has helped us to be more organized. We use Letter Writing for the extensive mailings for "Cirujanos PlastiKos Mundi," our charitable foundation."
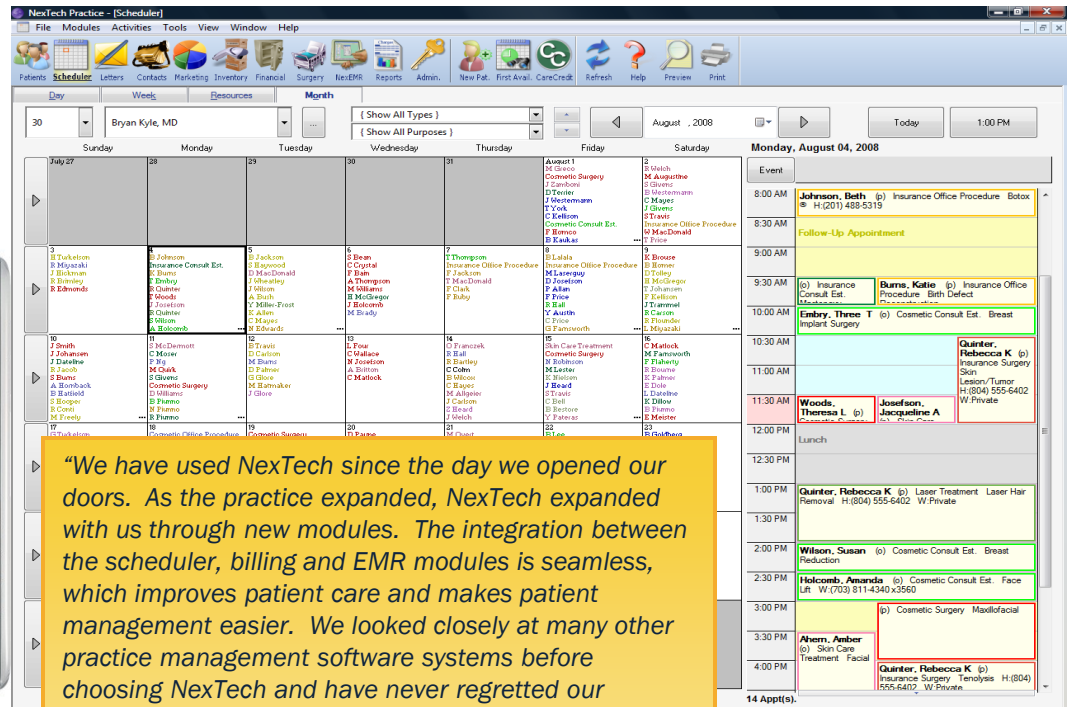
Fco. Javier Beut, MD, *Palma De Mallorca, Spain*

Scheduler Link to Smart Phones

- Two-way interface between NexTech Scheduler and any Outlook compatible smart phone, such as Palm Treo™, Pocket PC™, Blackberry or Apple iPhone.

- Restrict the transfer of personal information from your smart phone to the practice schedule and contact database.

- Use your smart phone to look up appointments or add/ edit a referring physician or other contacts

"We have used NexTech since the day we opened our doors. As the practice expanded, NexTech expanded with us through new modules. The integration between the scheduler, billing and EMR modules is seamless, which improves patient care and makes patient management easier. We looked closely at many other practice management software systems before choosing NexTech and have never regretted our decision."
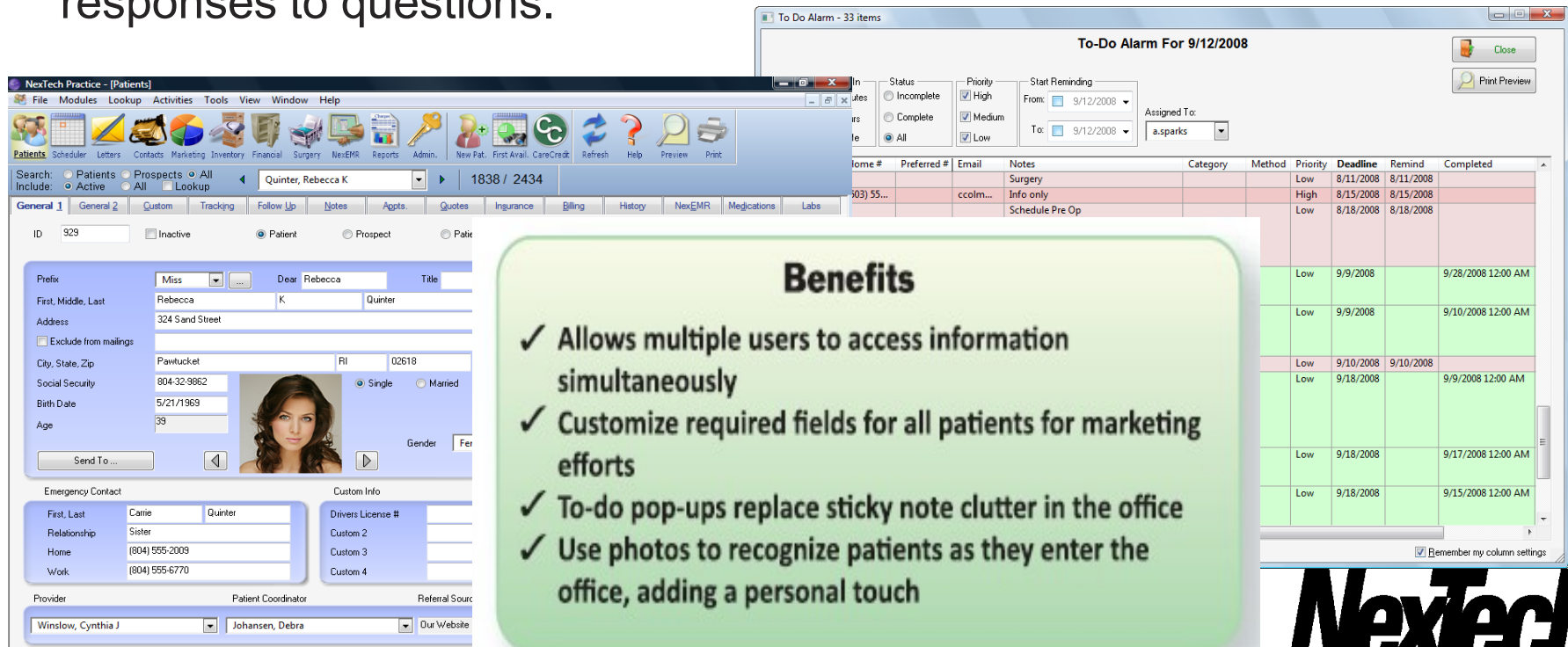
Rachel Gordon Lichten, Practice Manager, Jason Lichten, MD, *Lancaster, OH*

Contact Management Module

- Ensures that staff will ask prospects and patients right questions and correct answers.

- Search the patient database using common data such as area code, zip code, status and referral source .

- Record transcriptions and patient notes in multiple categories.

- Track patients and prospects and ensure timely follow up.

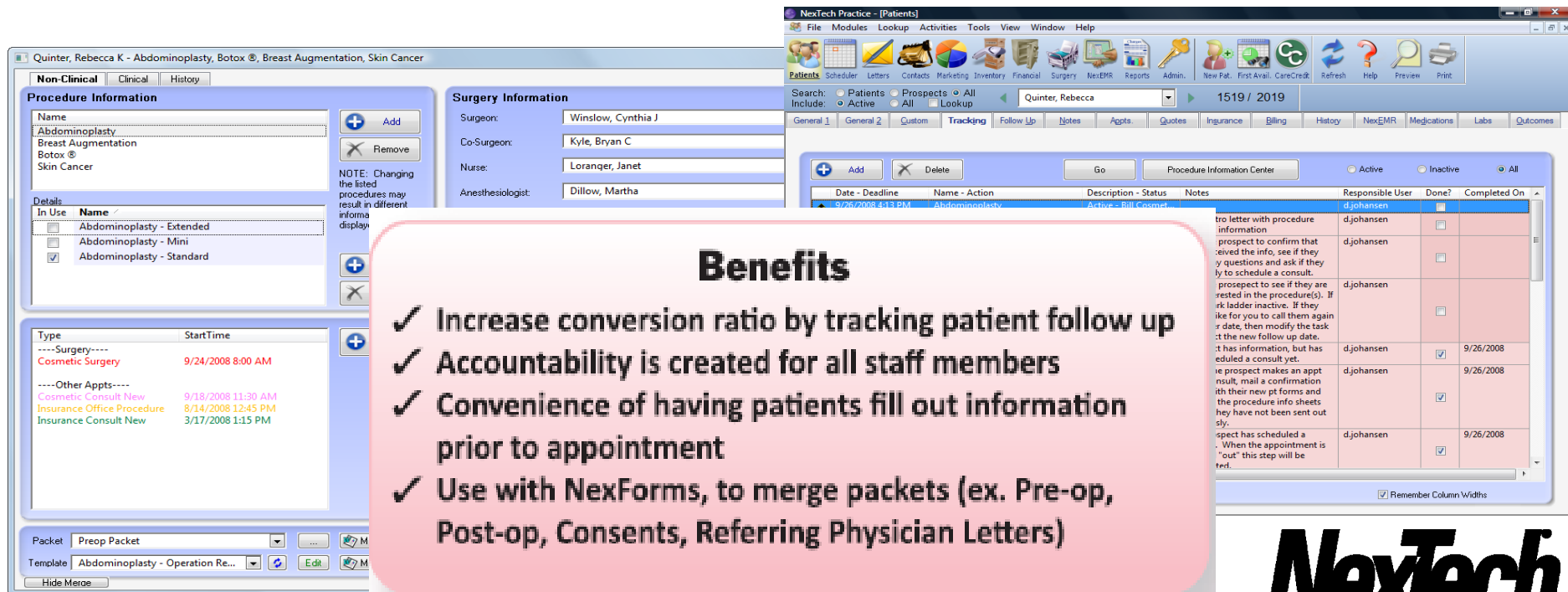- Establish a procedure or service sales script for consistent staff responses to questions.

Benefits

✓ Allows multiple users to access information simultaneously
✓ Customize required fields for all patients for marketing efforts
✓ To-do pop-ups replace sticky note clutter in the office
✓ Use photos to recognize patients as they enter the office, adding a personal touch

Tracking Module

- Integrates all patient and prospect interests, scheduling, reminders, consents, quotes, billing and EMR into a step-by-step process for every procedure.
- Follow up to turn prospects into patients
- Track a prospect from the very first phone call
- Track and complete tasks for multiple patients and prospects simultaneously.
- Produce automatic to-do alarms that remind your staff of tasks that needs to be completed for each patient.

Benefits

✓ Increase conversion ratio by tracking patient follow up
✓ Accountability is created for all staff members
✓ Convenience of having patients fill out information prior to appointment
✓ Use with NexForms, to merge packets (ex. Pre-op, Post-op, Consents, Referring Physician Letters)
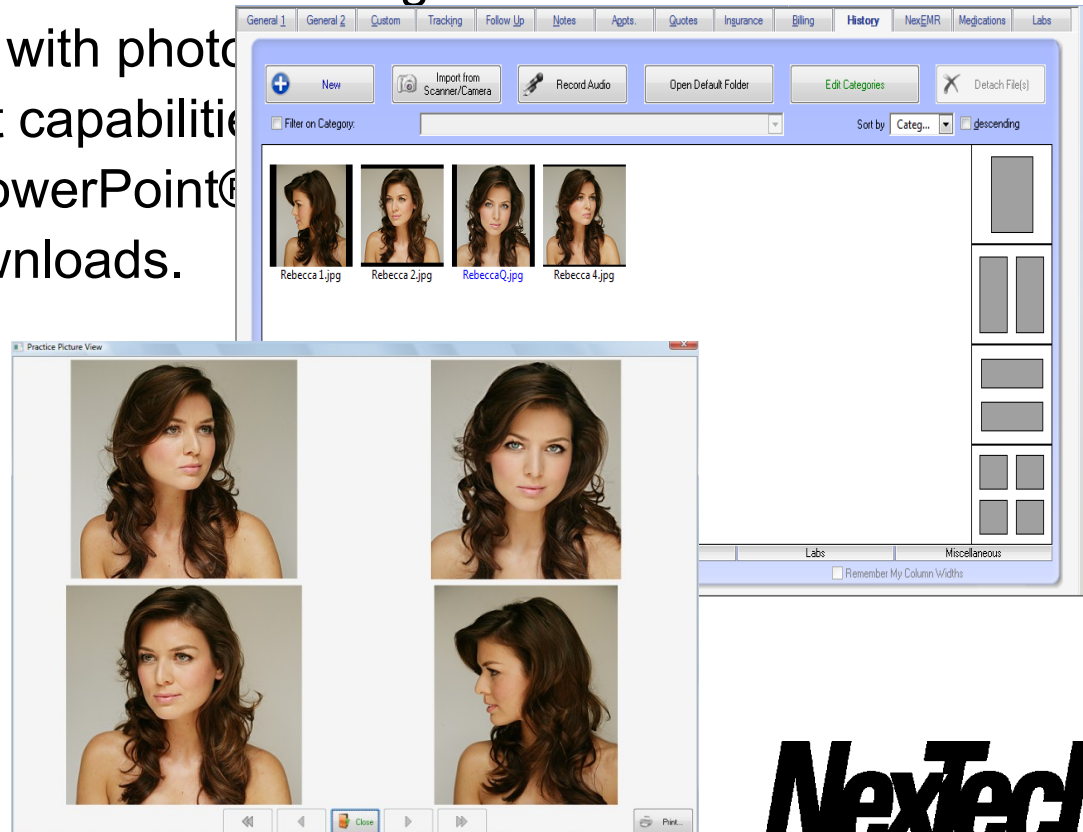
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Photo Management Module

- Simplifies the process of taking, saving, editing, and retrieving patient photos.
- Capture images directly from digital cameras automatically link patient demographics, procedure, and appointment information.
- Quick editing tools and advanced search engine.
- Ghost over-lay capabilities with photo
- Multi-image viewing & print capabilitie
- Auto-export to Microsoft PowerPoint©
- One-touch photograph downloads.
- X-ray & video archiving

"Hands down, best investment of my medical career. Over the years we've cut costs and increased efficiency by implementing all aspects of NexTech."

Philip Miller, MD, *New York, NY*

NexTech

Quotes

- Generate personalized price quotes, print patient copies, and convert to bills eliminating redundant entry while maintaining history.
- Easily produce a detailed multiple procedure quote
- Show estimated facility and anesthesia fees (even if paid to others)
- Automatically calculate discounts for multiple procedures
- Customize the look of quotes with your logo or other graphics
- Create packages of repeat services and track remaining treatments
- Send patient demographics electronically to **CareCredit** for quick financing approval
- Credit card processing

Benefits

✓ Eliminate duplicates by converting quotes into bills
✓ Generate more repeat business by creating packages of repeat services and tracking remaining treatments
✓ Save time with a quick calculation of multi-procedure discounts

Pawtucket Plastic Surgeons, Inc.
4568 Ledbetter Ave.
Pawtucket, RI 34658
Phone: (800) 555-1212
Fax: (401) 555-1212
Email: pps@pawtucketps.com

Patient Name: Quinter, Rebecca K
Proposal Date: 9/8/2008
Procedure Date: TBA
PreOp Date: TBA

Surgery Proposal

The surgeon's fee is due at the preoperative appointment and is valid for six months. Personal checks are only accepted two weeks prior to surgery. If your preoperative appointment is within two weeks of your surgery, payment must be made in cash, cashier's check, or Visa/MC. Financial assistance may be available through Bank of Pawtucket, call to apply, (800) 555 - 1212.

Surgery and Related Services	Practice Fees	Total Discounts
Breast Augment, Rhinoplasty, Botox		
Procedure Fees		
Breast Augmentation	$4,750.00	$0.00
Rhinoplasty	$5,000.00	$0.00
Botox Injection Axillary	$600.00	$0.00
Botox Injection Neck	$450.00	$0.00
Anesthesia Fees		
Anesthesia Fee	$500.00	$0.00
Facility Fees		
Facility Fee	$1,250.00	$0.00

Procedure Fee $10,800.00
Anesthesia Fees: $500.00

Payment for Zamboni, James

☑ Pre-Payment   Report: <System Sales Receipt>

◉ Payment ○ Adjustment ○ Refund   Preview   Save & Add New

Total Amount   Date
$ 3,000.00   [%]   9/ 8/2008   Print   OK

Payment Category   Responsibility
[   ] [...]   Patient

<No Category Selected>   Location
EOB Payment   Central Outpatient Surgery
Exceeds Contract Fee   Provider
Exceeds UCR   Lewis, April J
Gift Certificate Use
Insurance Adjustment   Cash Drawer:
Patient Payment   Spa Drawer

Method   Amount Received   Change Given
          $ 3,000.00 $ 0.00
○ Cash   Check Number
          4572
◉ Check
          Bank Name   Bank Number
○ Charge Bank of America   0443384748

○ Gift Cert   Account Number
              94438374884

Hide Tips <<

Total Amount Tipped: $20.00   ⊕ Add Tip

Provider	Amount	Payment Method
Lewis, April J	$20.00	Check

☑ Include Tips in Same Cash Drawer

$12,550.00
$12,550.00
$10,800.00
$500.00
$1,250.00

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NexTech

Cosmetic Surgery and Product Sales

- Separate pre-payments from other transactions
- One-step billing assures accuracy and reduces staff time by creating an automatic bill and applying the quote's pre-payments to the bill.
- Quickly enter charges for office services and products
- Use barcode scanning at check out for product sales and additional services.

I have been using NexTech for over eight years. We have worked with NexTech to make it very user friendly. NexWeb works very well to allow patient registration and demographic data to be collected prior to patient consultation. Using wireless tablets, we utilize EMR in all aspects of our practice including patient registration, consultation, postoperative follow-up, intraoperative surgical recordkeeping, recovery room, postoperative recordkeeping, and in our medical spa. NexTech has incorporated informed consents, diagrams, and templates which allowed us to achieve a truly paper free plastic surgery practice. I am a true believer in this system.

Joseph P. Hunstad M.D., FACS Charlotte, NC

Insurance Billing

- Edit on-screen HCFA CMS-1500 with NPI and UB-04 forms, printing either individually or in a paper or electronic batch
- OHIP Billing compatible
- Apply payments by using drag and drop to line item charges
- Apply a batch payment from insurance companies to multiple patients or use E-Remittance through a clearinghouse or OHIP
- Pre-validate insurance claims to prevent rejections
- Track co-pays and insurance referrals
- Verify insurance benefits in just minutes with E-Eligibility
- Manage and resubmit unpaid claims
- Set up unlimited fee schedules for different combinations of providers, insurance companies, and locations
- Print patient statements or send E-Statements by billing cycle, as well as by provider and location


Benefits

- ✓ Faster, more accurate claim processing
- ✓ Decrease your accounts receivable with electronic billing
- ✓ Increase your productivity by applying payments using E-Remittance
- ✓ Decrease errors and under-coding with complete billing integration with NexEMR

NexTech

Financial & Management Reports

- Analyze financial, scheduling and marketing activity for one or all providers and locations.
- Export reports to MS Excel or Word for specialized analysis.
- Audit patient encounters to ensure proper billing and collections.
- Compare what insurance companies are paying for specific services.
- Track staff financial posting through batch and audit trail reports.
- Reports integrate with Letter Writing groups for powerful analysis
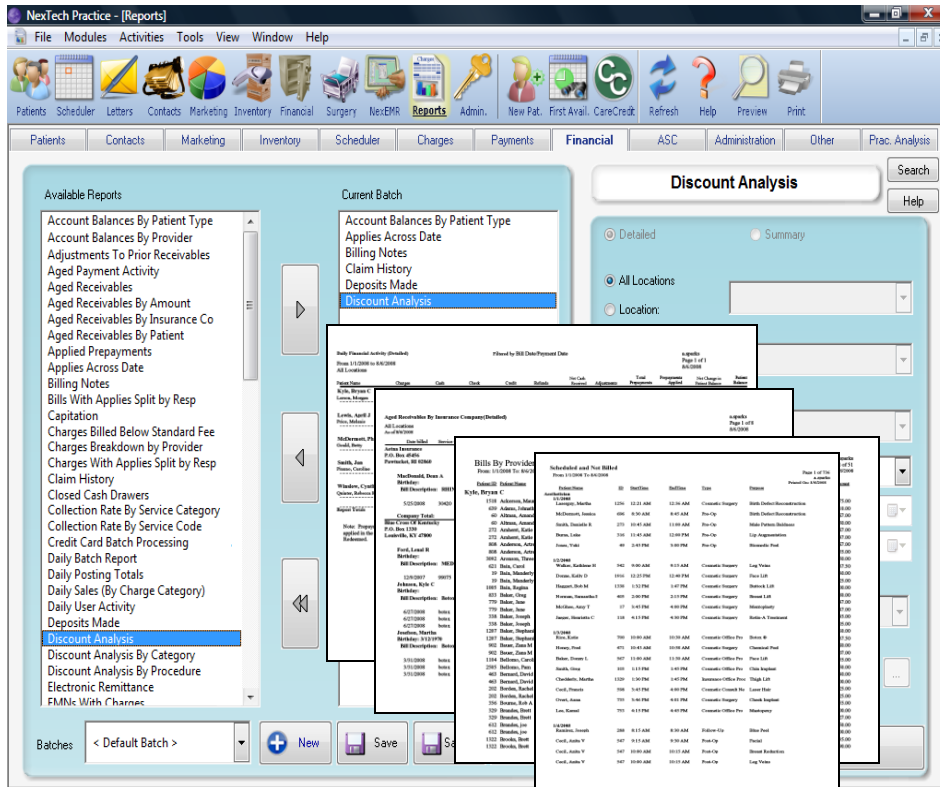
"Recently I completed my residency. The single best decision I made was to buy NexTech. I considered less expensive software packages, but after extensive research including speaking to established practices, I was convinced. NexTech worked with my limited budget to get the package I needed from the start. Since then NexTech supported me every step of the way, from hardware purchasing, EMR implementation, on-site training, and program customization. The best part of having NexTech is the technical support. A live person is only a phone call away, ready and capable to handle any situation."

Guy Cappuccino, MD, Mount Airy, MD

Consents & Patient Education

- Through a special licensing agreement NexTech integrated **ASPS® consent forms**
- Surgery Summary
- Healing Body & Mind
- Your Anesthesia Experience
- Pre and Post-Op Info
- Pre-Op Shopping List
- Medications to Avoid
- Our Financial Policies
- Remain compliant with HIPAA regulations.
- Survey patient satisfaction after a procedure.

> "The need for a reliable, quick and knowledgeable Technical Support staff is vital for our practice. We can always reach NexTech immediately. The advanced training seminars and webinars are great for our staff to learn more about the program."
>
> *Alastair Carruthers, MD, Carruthers Dermatology, Vancouver, Canada*

Letterwriting

- Customize documents and letters with your logo and other graphics.
- Design document templates in Word to merge a wide range of patient or contact database fields.
- Insert before and after images in letters to patients and referring physicians.
- Create custom superbills, consent forms, procedure forms, insurance pre-authorization, mailing labels and marketing letters.
- Alert patients and prospects about new services by sending merged documents using mass e-mail.
- Through a special licensing agreement NexTech integrates **ASAPS®/ASPS® Cycle of Care** into Practice 2010
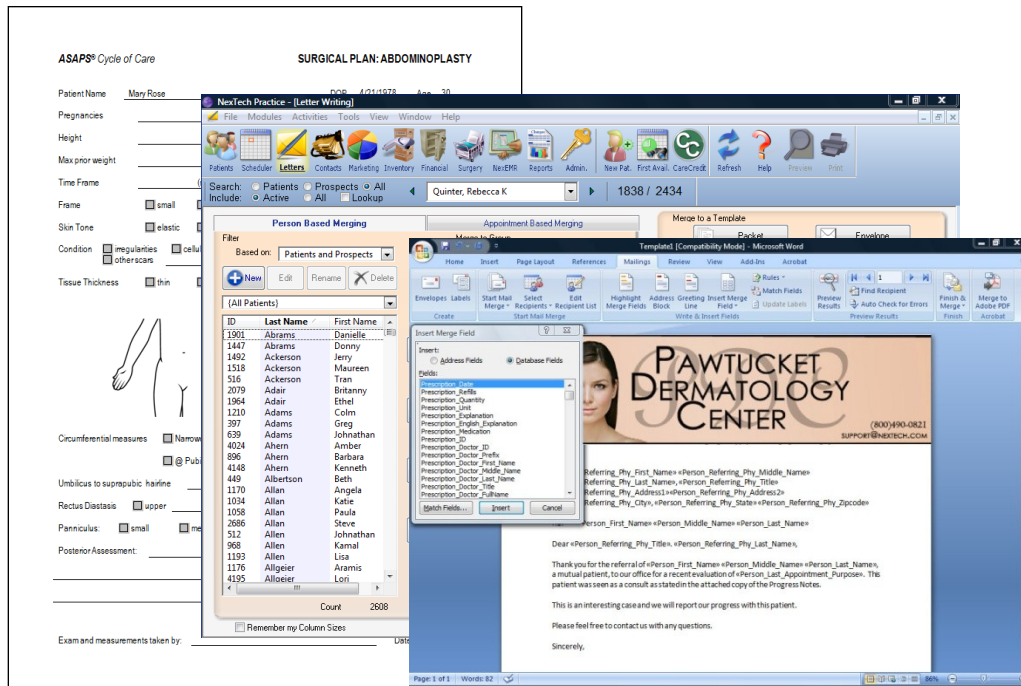
Benefits

✓Present a professional image for your practice with personalized forms, letters, consents, information packets, and more
✓Save your office staff time by merging personalized letters and emails for numerous patients
✓Increase revenue by target marketing patients with special offers and reminders
✓Optimize the time your staff spends with each patient

Inventory

- Keep up-to-date inventory counts of products on hand with integration between the inventory and billing modules
- Create and track receipts for outstanding orders
- Monitor supplier pricing and inventory costs using purchase order histories
- Track product expiration dates and implant serial numbers
- Pop-up reminders to replenish low stock
- Distinguish between items normally charged to patients, and those used as part of procedure overhead
- Scan and create barcodes to easily receive and bill inventory
- Simultaneously track units of usage and order products such as Restylane® and Botox®
- Easily reconcile invoices and credits
- Create allocations to reserve pre-op quantity, style, and sizes
- Generate purchase orders and fax to implant

*"This module has been very beneficial to our practice. Implant manufacturer's billing is complex. This module greatly simplifies the process. **No Statement Headaches.**"*

Daniel Mills, MD, *South Laguna, CA*

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Surgery Center Management

- Capture information on procedures, diagnoses, personnel, supply usage, case durations, drugs and other case activity that integrates with billing. This can be used to track compliance for accreditation standards

- Ability to generate inventory orders or Pull supplies for a single case, or for an entire surgery day, using Case Forecasts.

- Detailed reports of material cost, current inventory stock levels, and forecasts of supplies required for all scheduled cases, and cost profit analysis per procedure\case.

"NexTech was a great choice for my Practice. We saw many of our suggestions in subsequent releases. The staff is very professional and a pleasure to work with."

Russell Kridel, MD, *Houston, TX*

NexTech

Spa Management

◉ Track gift certificates and gift cards and their balances.

◉ Prompts employees for suggested sales during patient checkout.

◉ Track coupons and their expiration dates.

◉ NexSpa's reward system tracks points earned by patients, which also allows you to incentivize patients.

◉ Multiple cash drawers can be integrated to create reports and reconcile transactions for each employee.

◉ Commissions and tips are tracked through the *Practice 2010* billing module and can be created as a percentage of products or services sold by employees.

◉ Add additional payment methods through credit card processing

Marketing

- Analyze the percentage of patients returning for recurring procedures and retention rates.

- Improve retention by identifying and merging patients in a mass mailing group to remind them to return for another procedure.

- Make strategic decisions on advertising dollars based on prospect-to-patient conversion rates and revenue to expense graphs for each referral source.

- Track returns on advertising, referral sources and cost.

- Identify common procedures between you and referring physicians in order to maximize the number of patients referred to you.

- Track your marketing productivity as a pop-up every day when you log into *Practice 2010*.

- View the number of prospects/patients, conversion rates and revenue/cost brought in by each referral source, procedure, patient coordinator, and date

Benefits

✓ Make advertising decisions based on your return on investment

✓ Maximize conversion ratios of prospects to patients

✓ Increase patient retention and revenue by mass emailing patients who have not returned for any recurring procedures
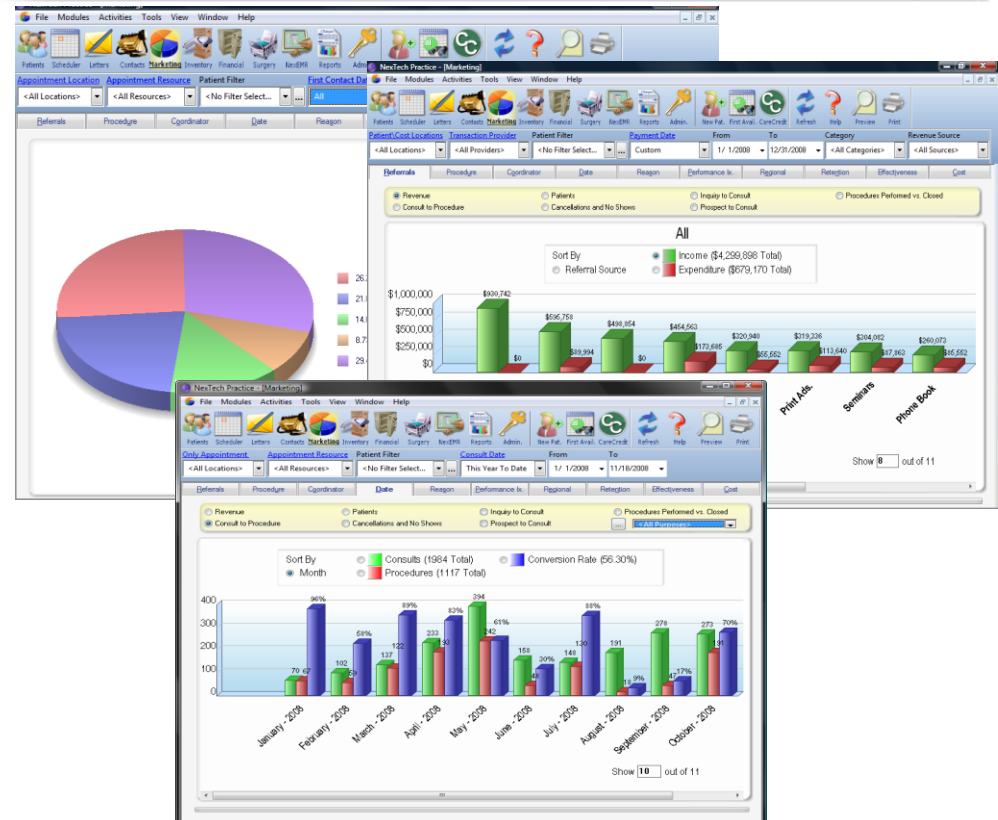
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For More Product Information

- Visit our website: http://www.nextech.com

- Email: websales@nextech.com

- Phone: 800-490-0821

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